

SECURITY AVIATION

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Proposal to Provide Essential Air Service at St. George Island, Alaska

DOCKET DOT-OST-2017-0109

Submitted By: Fly 4 You, Inc., DBA Security Aviation

March 14, 2022

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Community Input

Previously, Security Aviation has worked closely with St. George residents, political appointees, and advocacy groups to understand the community's needs. Security Aviation's on-site "meet and greet" allowed the community the opportunity to inspect the aircraft and ask our management team questions and voice their concerns. Security Aviation's proposal provides both schedules and aircraft that will support the community's recommendations. Numerous residents have assured us the residents of St. George know that Security Aviation to be a safe and dependable operator. The community expressed to us the hardships they face with EAS carriers that attempt (but fail) to serve both St. Paul and St. George, due to the volume of passengers/mail/cargo designated to St. Paul. The overwhelming portion of people we spoke with would prefer, and expressed support for, Security Aviation's proposal to offer a dedicated aircraft to the St. George EAS program. Having a dedicated aircraft would allow for more frequent and reliable passenger service resulting in increased access to Anchorage medical facilities, mail, and freight. The St. George clinic indicated that several of their elders have difficulty with "commuter style" seating typically provided by other carriers. Security Aviation has communicated with the residents that we have the ability to install a medical bed (in addition to) our regular passenger seating to transport those residents' needing assistance. The community also expressed need for inter-island (St. Paul - St. George) travel. Security Aviation feels we could develop an inter-island program without impacting our current bid.

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Marketing

For years now, the lack of reliable air transportation to and from St. George has been a matter of great concern. St. George's City, Tribal and Community leaders have identified the lack of dependable air transportation and inferior performance by previous carriers as the primary obstacle that needs to be resolved for not only the Island's economy, but also, for the health and wellbeing of the community.

This long history of unreliable air transportation has served has played a significant role, in that, it serves as a substantial deterrent for investment opportunities, seasonal work, businesses, tourism, community enhancements, resident medical care, contractors, medical providers, and non-resident visitors. Security Aviation will dedicate a portion of our website to promote travel to St. George and provide St. George contact information.

Introduction and Proposed Service

Security Aviation is pleased to submit this EAS proposal for three (3) round trips weekly between Anchorage and St. George. Security Aviation will work with the community to establish the most effective flight days/times and possible variations to accommodate seasonal weather/fog issues. Once the community has made their decision, the scheduled days and times will be posted on our website.

The option for a **fourth trip (weekly)** may be added as necessary to accommodate increases in seasonal passenger travel and will be coordinated with DOT/EAS and Community approval.

*Due to multiple unforeseen events beyond the control of Security Aviation, we are unable to coordinate with the St. George community leaders as to the duration and/or total number of additional flights may be required. We will continue to pursue this matter and provide the DOT with the information as soon as possible. For budgeting purposes we would use the same "per trip" subsidy for the appropriate year.

This proposal is for a contract period of two years with (1) base year and (1) option year. Security Aviation would use a Cessna Conquest (twin engine, pressurized, turboprop) and/or our Lear 45 Jet. Our Conquest fleet has capacity seating of eight (8) passengers. The Lear 45 Jet can accommodate eight (8) passengers.

Security Aviation currently has five (5) Conquests and one (2) Lear 45 on our certificate. All aircraft are fully IFR equipped with the upgraded 406MHZ ELIs. All our aircraft are also equipped with 'real-time' satellite tracking devices which have also been upgraded to include text messaging ability. Having multiple aircraft in our fleet offers obvious advantages when it comes to weather delays, scheduling flexibility and having "back up" aircraft in the event of a mechanical issue at departure time.

Security Aviation carries Aircraft Liability coverage of \$5,000,000 on the Conquest and \$30,000,000 on the Lear Jet. The coverage is a Combined Single Limit Bodily Injury and Property Damage Liability policy. We also carry Worker's Compensation Insurance,

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Automobile Insurance and Premise Liability Coverage. Also, Security Aviation's certificate allows us to carry mail for the USPS.

Security Aviation is in compliance with Department regulations regarding drug-free workplace and nondiscrimination. Further, we are following the regulations concerning lobbying activities. Upon award of this contract to Security Aviation we would immediately complete any and all required certifications.

Facility

Our expertly maintained aircraft, equipment and facility showcase Security Aviation as Alaska's premier air charter company. Customers are greeted by our professional staff and comfortable lobby. Lobby amenities include custom leather furniture, complimentary gourmet coffees and teas, big screen satellite TV, free Wi-Fi and a semi-private computer workstation with internet and printer. A private conference room can also be made available with prior notice. Security Aviation also offers free long-term parking and refrigerator and freezer accommodations. Security Aviation also provides free shuttle drop-off service (as available) to the Anchorage International Terminal as well as local hospitals and hotels.

COVID 19

- Security Aviation has numerous protocols in place to help combat the spread of the COVID 19 Virus.
- Extensive aircraft and lobby sanitation processes have been put in place.
- Security Aviation will continue to follow current Federal, State and Local COVID health requirements.

Past Performance

- Ellis Air Service/Copper Valley Air Service (1997 - 2014)- Provided twice weekly subcontractor flights in support of Essential Air Service Contract from Anchorage to Gulkana.
- ARCTEC Alaska (5/1/2007 - Present): Weekly mail plane service from Anchorage, AK to ~Sparrevohn, AK, Long Range Radar Site. Includes movement of personnel as well. This contract type demonstrates Security Aviation's level of reliability and customer satisfaction.

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- Chugach Electric Association, Inc. (6/1/07 - 5/31/11): Provided 9 to 11 scheduled charter flights per week for movement of passengers and freight to and from Beluga, AK, in support of Chugach Electric's Beluga Power Plant operations. The performance of this contract demonstrates our reliability, consistency, and excellent performance. We currently provide service to CEA on demand as needed.
- Federal Aviation Administration (Past contract - 13 continuous yrs. / Current contract 2015 - present)- Security Aviation currently provides weekly round-trip air transportation of FAA personnel to Middleton Island from Kenai, Alaska. The FAA has come to rely on us over the years for our demonstrated quality of service, dependability, and safety.

Company History

Since its founding, Security Aviation's culture has been to provide a higher level of safety, service, and reliability; thereby setting itself apart from other Alaskan air carriers. As a result of its performance and reputation the company has become the preferred carrier for Federal and State agencies and many of Alaska's most important industries and corporations such as:

- Native Corporations
- State Agencies - AMD/OAS Qualified
- State of Alaska Contractor Qualified with current contracts in place
- Federal Agencies - DOD, DOI, DOE, Corps of Engineers, AMD/OAS
- Safety Sensitive oil, gas, and mining companies with current contracts in place.

Security Aviation has been recognized for its unyielding commitment to safety many times. Among the most notable acknowledgements occurred when the company was the proud recipient of the prestigious FAA Administrator's "First to the Future Award," which is awarded only to small carriers with a flawless safety record. A highly coveted award, no other Alaska air charter company had ever received this award, and no one else has since. The company is also a participant in a number of the programs provided by the Medallion Foundation.

Safety is one of our core business principles. As a result, Security Aviation has a fully functioning Safety Management Systems (SMS) in place. We are committed to developing, implementing, maintaining, and constantly improving strategies and processes to ensure that all our aviation activities take place under a balanced allocation of organizational resources aimed at achieving the highest level of safety performance and meeting national and international standards while delivering our services. All levels of management and all employees are accountable for the delivery of this highest level of safety performance, starting with the chief executive officer (CEO).

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Proposal

When considering our proposal, Security Aviation appreciates the added value the DOT can derive from how our company's fleet of aircraft will complement the needs of the community. We also offer that, in our previous EAS bid the community had voiced staunch support Security Aviation

Thank you for your time and consideration. Please feel free to contact Jason Ward at jward@securityaviation.biz or (907) 248-2677 should you need any additional information. We hope to hear from you soon.

Respectfully submitted on behalf on Fly 4 You, Inc., dba Security Aviation on this day of March 14, 2022, by:

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Sr Vice President
Business Development and External Affairs

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